

Message Text

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PAGE 01 MEXICO 05859 120112Z

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ACTION COME-00

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FM AMEMBASSY MEXICO

TO SECSTATE WASHDC 2707

UNCLAS MEXICO 5859

E.O. 11652: N/A

TAGS: BEXP, MX

SUBJECT: GLOBAL MARKET RESEARCH- BID REQUEST/INSTRUCTION:

AIR & WATER PURIFICATION & POLLUTION CONTROL

EQUIPMENT

REFS: STATE A-891, 1/27/72; A-1716, 2/18/72; A-1810, 2/23/72;

A-11780, 12/5/72; A-4497, 6/4/74

AFTER MUCH DIFFICULTY AND DELAY, FOUR BIDS RECEIVED FROM 16
REQUESTS SENT. BASIC PROBLEM IS LACK OF EXPERIENCE IN FIELD
UNDER STUDY.

1. C.R.QUICK Y ASOCIADAS

A) COST \$4,300

B) 40 PERSONAL INTERVIEWS, 10 TELEPHONE

C) TIME 12 WEEKS

D) EXPERIENCE: NONE ON SPECIFIC SUBJECT BUT HAVE
CONTACTS AMONG FIRMS AFFECTED BY POLLUTION CONTROLS.

2. CONSULTORIA Y PROMOCION, S.C. (CYP)

A) COST \$4,400

B) 37 PERSONAL INTERVIEWS

C) TIME 14-16 WEEKS

D) EXPERIENCE: CLAIM TWO MARKET SURVEYS "IN THE AREA"
OF ENVIRONMENTAL POLLUTION CONTROL EQUIPEMENT" BUT
DO NOT ELABORATE IN BID.

3. HAZZARD & ASOCIADOS, S.A. DE C.V.

A) COST 4,500

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PAGE 02 MEXICO 05859 120112Z

B) 40 PERSONAL INTERVIEWS, 100 TELEPHONE

C) TIME 12 WEEKS

D) EXPERIENCE: NONE IN THIS AREA, BUT MANY CONTACTS
AMONG INDUSTRIES AFFECTED

4. LIC. CARLOS QUEVEDO PROCEL

A) COST 4,300

B) 30 PERSONAL INTERVIEWS

C) TIME 10-12 WEEKS

D) EXPERIENCE: 2 STUDIES MADE ON MARKET FOR PLATE HEAT
EXCHANGERS AND MARKET POSSIBILITIES FOR SOLID WASTE
PLANTS. ONE OF ASSOCIATES HAS WORKED WITH PFAUDLER-
PERMUTIT

ON BASIS OF COST, NUMBER OF INTERVIEWS, PRESENTATION AND
PRIOR EXPERIENCE WITH FIRM, C.P. QUICK Y ASOCIADOS IS CON-
SIDERED BEST CANDIDATE FOR PRESENT STUDY. OTHERS APPEAR TO
HAVE LIMITED EXPERIENCE IN FIELD BUT NOT SUFFICIENT TO OFFSET
POSITIVE FEATURES OF QUICK BID.

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